

The Best Player-Piano at the Lowest Price that has ever been offered since these wonderful instruments were first put upon the market



Is offered for **THIS WEEK ONLY** by Washington's handsomest and most artistic piano warerooms.

\$350

\$10 A MONTH

A full-size, standard manufacture, 88-note Player-Piano, containing every modern feature and guaranteed fully for five years.

THE FULL SIGNIFICANCE of this offer can only be grasped when you realize that the instrument offered is a **FULL-SIZED** one; that it is a **GENUINE MAKE**, bearing its maker's name; that it is in reality a player-piano worthy of being installed in anybody's home, and that it will live up to your expectations.

When you know that the instrument which forms its basic piano—that is, the piano minus the player feature—sells for from \$300 to \$400, it can be easily understood and believed that this Player-piano, complete, SELLS FOR \$500 to \$550.

When you know that it has taken the tremendous buying powers of the W. F. Frederick Piano Company, buying in thousand lots for its chain of more than 60 stores and agencies, with all the influence that means, to make it possible to market these Player-pianos at \$350—when you understand that no ONE piano store, no matter where located, could possibly sell enough instruments under the most favorable conditions to accomplish this—when you realize what all this means in the way of making low prices and giving good quality—then you can appreciate the truth of the claim we make for this great player-piano offer, that nothing to compare with it has ever been offered since player-pianos were first put upon the market.

WE give you a whole year in which to decide whether this player suits you or not, and if you wish it, you may exchange it for any other new player we handle, and all the money you have paid on this one will be applied to the new one selected.

FOR THIS WEEK ONLY—and you ask why? In the first place, we have only a few of them to sell, and they will go at once. Then we must wait for another shipment. This company is taking practically the whole factory output, but they are distributed to our various stores in small allotments to make them "go round." When more of them reach us we will announce the fact through the newspapers, but we have little hope of getting more than five in any one week.

With each Player-Piano we include a bench, twelve rolls of music, and free delivery within the District. The music may be exchanged as often as you wish during one year **ABSOLUTELY FREE OF COST TO YOU.**

FREDERICK SERVICE goes with every Player-Piano we sell. Frederick Service means that coaching in the finer uses of a player which everybody wants to get them started aright. It means the services of factory experts to keep your player in the very "pink" of condition—all free to you.



88-Note
Player
Music

1/2
PRICE

**W. F. Frederick Piano Co.,
1212 G Street.**

D. G. Pfeiffer,
Vice-Pres.-Mgr.

KNABE
PIANOS

KNABE
ANGELUS

HARDMAN
PIANOS

HARDMAN
AUTOTONE

EMERSON
ANGELUS

ANGELUS
PIANO

FREDERICK
AUTOTONE